

Message Text

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SUBJ: MINING EQUIPMENT AND TECHNOLOGY MISSION: FINAL REPORT

REF: RABAT 1481 (NOTAL)

1. SUMMARY: MISSION PARTICIPANTS VERY SATISFIED WITH SEMIAR SESSIONS IN TUNIS AND MINES SITE VISITS IN GAFSA. WILL ARRANGE MEETINGS WITH GOVERNMENT MINING OFFICIALS IN TUNIS AND MINE OPERATORS IN GAFSA PROVIDED USEFUL CONTACTS FOR PARTICIPANTS WHO WRE IMPRESSED WITH THE OVERALL PLANNING AND SCHEDULING OF MISSION EVENTS.

2. NARRATIVE:

(A) SEMINAR SESSIONS IN AFRICA HOTEL, TUNIS DREW OVER 50 ATTENDEES. AS EXPECTED, INTEREST IN SEMINAR PRESENTATIONS WAS HIGH. SIMULTANEOUS TRANSLATION EQUIPMENT AND SERVICES WERE GOOD, NO MAJOR PROBLEMS DEVELOPED. HOWEVER, QUALITY OF PAPERS TRANSLATED IN WASHINGTON WAS SO POOR THAT MISSION PARTICIPANTS WERE MOST WILLING TO CORRECT, REPRODUCE AND MAIL PAPERS AT THEIR OWN EXPENSE TO INTERESTED PARTIES IN BOTH TUNISIA AND MOROCCO.

(B) MISSION TRIP TO COMPAGNIE DES PHOSPHATES DE GAFSA (CPG) WAS SUCCESSFUL AND WORTHWHILE. CPG HOSTED A
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WELL-ORGANIZED PROGRAM WHICH INCLUDED VISITS TO OPEN PIT AND UNDERGROUND MINES AND A WASHING PLANT. IN AFTERNOON OF SECOND DAY ABOUT 30 CPG MINING ENGINEERS AND MANAGERS LISTENED TO TECHNICAL PRESENTATIONS BY FIVE MISSION PARTICIPANTS. CPG ALSO HOSTED DINNER FOR SEMINAR PARTICIPANTS ON EVENING OF MARCH 3 AT CPG GUEST HOUSE METLAOUI. ONE PARTICIPANT SAID: QUOTE, I HAD NO IDEA THAT MUCH

BUSINESS EXISTED FOR OUR COMPANY IN TUNISIA. WE WILL FOLLOW UP QUICKLY ON CONTACTS MADE AS A RESULT OF MISSION. UNQUOTE.

(C) SINCE MISSION PARTICIPANTS HAVE LARGE, EXPENSIVE EQUIPMENT TO SELL IN A SMALL COUNTRY WITH AN EXPANDING MINING INDUSTRY, THEY PREFER TO QUOTE SALES ANTICIPATED OVER A 24 MONTHS OF LONGER PERIOD IN TUNISIA. ONE MISSION PARTICIPANT HAS BEEN INVITED TO MAKE RFP FOR EVAPORATION SYSTEM FOR MAGNISITE AND POTASH TO NATIONAL OFFICE OF MINES WHICH COULD DEVELOP INTO 30-40 MILLION DOLLAR DEAL WITHIN NEXT THREE YEARS.

3. STATISTICS:

(A) PARTICIPANT FIRMS	L	7
(B) SALES DURING EVENT		\$1,120,000
(C) SALES EXPECTED NEXT 24 MONTHS		\$18,60,000
(D) SALES LEADS	20	
(E) REP LEADS	6	
(F) REP AGREEMENTS EXPECTED	1	

4. SEMINAR COORDINATOR COMMENTS: ARRANGEMENTS AND COOPERATION EXTENDED TO COORDINATION AND MISSION PARTICIPANTS BY E/C COUNSELOR MONTGOMERY, E/C OFFICER GALLAGHER AND STAFF WAS EXCELLENT. MISSION APPRECIATES EXCELLENT ADMINISTRATIVE SUPPORT BY EMBASSY COMMERCIAL SPECIALIST BEN MILED AND SECRETARY/INTERPRETER FATMA FELAH. MULCAHY UNCLASSIFIED

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